Roll No.........................

MBA SEMESTER III EXAMINATION, 2019
Paper – MBA-GE–IB-03
Export Import Procedures and Documentation

Time: 3 hours | Maximum marks: 75

Answer any five questions out of the following eight. Each question carries 15 marks

1. What do you mean by "Export Documents"? Discuss briefly the "commercial" and "regulatory" documents.
2. An outstanding International business deal is complete only if secured payment terms are negotiated. Explain this statement elaborating on the various types of payment with special reference to L/C.
3. What do you mean by Export Incentive Schemes? Discuss "Duty Exemption" and "Duty Remission" scheme in detail.
4. A) Discuss the procedure of In-process quality control and Self-certification scheme.

   B) What is the role of "Clearing & Forwarding Agents"? Discuss.
5. Electronic preparation and processing of documents is an emerging area in Developing countries. Explaining the concept of EDI, Discuss its benefits and limitations.
6. As a newly appointed export manager, you have received an export order to export basmati rice to Singapore. Write down the steps you will take for executing the export order.
7. Discuss in detail India's Foreign Trade Policy (2015-20). Discuss the pre-export and post-export benefits given in Foreign Trade Policy 2015-20?
8. A customer in UK orders 2000 pairs of shoes to a Manufacturer in India. The Manufacturing and packing cost for a pair of shoe is $30, Custom duties are 12% on EXW, Insurance is 1% on FOB, Ocean freight is $ 2,000 per shipment, UK inland charges are $ 1 per pair of shoe and India's Inland freight is $500 per shipment

   Calculate:

   a) EXW

   b) FOB

   c) CFR

   d) CIF

   e) DDP